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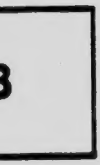
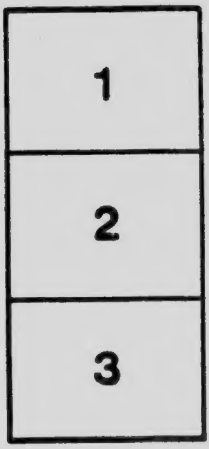
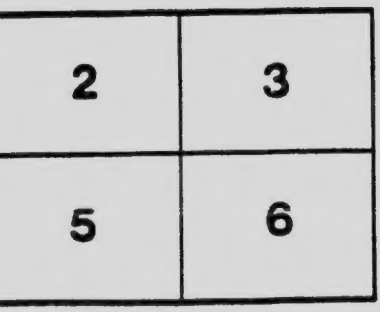






Circular No. 40 April, 1917

MANITOBA DEPARTMENT OF AGRICULTURE

DAIRY BRANCH

Finding the Dollar in the Cream Can

A PLAIN TALK TO MANITOBA DAIRYMEN

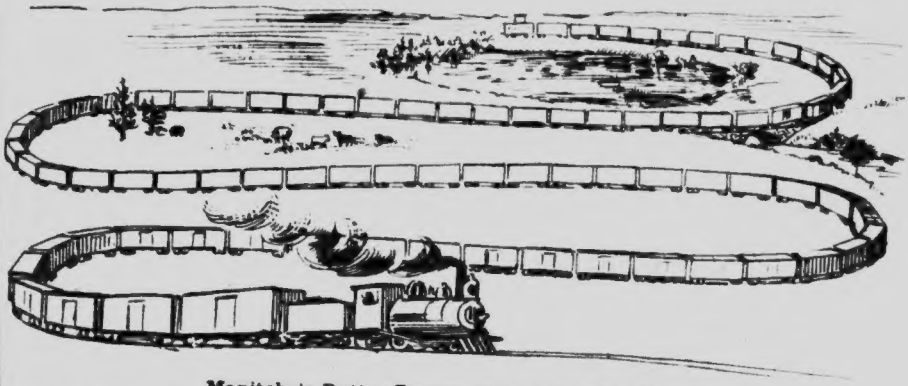
BY

L. A. GIBSON, Dairy Commissioner for Manitoba

The prices that will prevail for Manitoba creamery butter, following the war, will depend very largely upon our export trade.

During the war we have developed considerable export trade in creamery butter. In addition to supplying our home market, Manitoba, during the last nine months of 1916, exported sixty-eight carloads, and during the first three months of 1917, 13 carloads. This makes a total of eighty-one carloads, or close to two million pounds.

We have developed this export trade, however, not because of the high quality of all our product, but because Great Britain and other



Manitoba's Butter Exports During the Past Year

During the past year the Province of Manitoba exported 81 carloads of Creamery Butter, which would make a solid trainload almost two-thirds of a mile in length. The exact length of train is indicated by the picture. Such an export trade—never before approached in the history of the Province—is worth fostering and caring for

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countries engaged in the war must take all the food they can get; consequently, we have been able to sell our good and our indifferent butter at very attractive prices.

Such conditions will not prevail after the war. We will then have to win our way into these markets upon the merits of our butter or upon a very favorable price. Both the home and export markets demand a high quality butter, and unless our product possesses this high quality we must be prepared to take lower prices.

Our local produce merchants naturally know which are our best creameries, and they purchase the entire output of many of these for the home trade. This means that if any quantity of second-grade butter is made, it will be forced into competition on the outside markets with butter of high quality.

It will be fully realized by the reader that we must make every effort to reduce to a minimum the quantity of second-grade butter made, if we are to hold our own with our competitors. Failing this, we must rest content with a secondary place and lower prices.

The local pro[illegible] can easily secure the product of the best creameries for their own trade. It is very [illegible] t what is left at our creameries shall also be of number one quality.

If we [illegible] o sell to the British market butter of inferior quality, we shall [illegible] to competition with peoples who live and produce on a much cheaper standard than we do; and the prices at which they will sell their product will not be at all satisfactory to us. Our place is essentially in the market for higher quality products. Markets secured during the war must not be lost by shipping inferior butter. We must take no chances and everything possible must be done to open up and keep open present markets by supplying a high grade article.

It must be remembered that an annually increasing proportion of the summer season's make of butter will not be required for the immediate wants of the consuming public, but must be held in storage by somebody until the season of short production and then placed upon the market. Naturally, the produce merchants who thus buy and store butter will give preference, in the matter of price, to the product which has good keeping qualities—which is safe to hold.

Experiments made by eminent dairy authorities establish the following truths:—

1. The sweeter and cleaner in flavor cream is when it arrives at the

Keep the Separator in a clean place and clean it every time it is used

creamery, the better are the flavor and keeping qualities of the butter made from it.

2. Proper pasteurization of cream materially improves the flavor and keeping qualities of the butter made from it, and the sweeter the cream, the greater the results obtained from pasteurization.

The importance of the forementioned essentials in dairying may be further emphasized by a study of the following resolutions passed at the last annual convention of the Manitoba Dairymen's Association:—

RESOLUTION RE THE GRADING OF CREAM

1. Resolved: That this convention favors the strict grading of cream and the adoption of the following as a basis for so doing:—

EXTRA FIRST GRADE—Cream that is both sweet and clean in flavor and whose consistency is smooth and even.

FIRST GRADE—Cream that is clean and fresh in flavor and whose consistency is smooth and even.

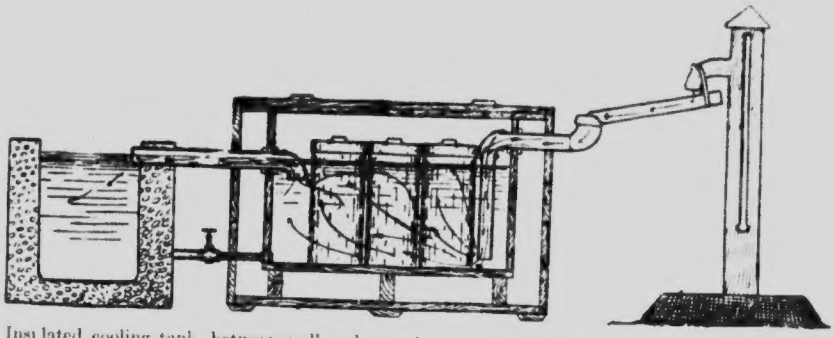
SECOND GRADE—Cream that is slightly stale, old or bitter, or otherwise slightly defective in flavor, but of a smooth, even consistency.

Cream below second grade to be classed as "off grade" and either rejected or paid for according to its value.

A difference of 2c per pound of fat should be made between "extra first" and "first," and a difference of 3c per pound of fat between "first" and "second" grade cream.

RESOLUTION RE THE PASTEURIZATION OF CREAM

2. Resolved: That this convention place itself on record as strongly recommending the proper pasteurization of cream at the creameries, as a means to producing a product more suitable for our markets.



Insulated cooling tank, between well and watering trough. The tank should be housed over

Description of Tank (read paragraph 10 on page 4)

The sides and bottom of the tank here shown are made by using 2 by 4 inch studding, putting paper and one ply of matched lumber on both the inside and the outside, and filling the four-inch space with dry mill shavings or sawdust. The tank is then lined with galvanized iron. There should be a three-quarter-inch pipe in the bottom of the tank, with a valve on it, to empty the tank when necessary. The depth of the tank and the height of the over-flow should be suited to the height of the cans. The cover of the tank is made of two plies of lumber, with damp-proof paper between, and is coated on the under side with shellac. Let the top ply of boards in the cover run lengthwise and the under ply crosswise of the tank. The inflow pipe should enter near the top of the tank and go nearly to the bottom.

Use of an over large cream can, with a lot of stale cream inside, leads to bad quality and low prices. Deliver frequently.

NOTES ON THE PRODUCTION AND CARE OF CREAM

1. Keep **healthy cows** under **sanitary** conditions.

2. There are both pasture and stable **foods** that will injure the flavor of milk and cream; avoid them.

3. Provide **pure water** for both your dairy cows and the washing of dairy utensils.

4. Use **good tin utensils** and keep them **thoroughly clean.** In cleaning them, rinse with warm water, wash with hot water containing a little washing powder, scald with thoroughly hot water and then place in a pure atmosphere in the sunlight and in a position to drain. Use a fibre brush for washing.

5. Milk a **clean cow,** in clean surroundings and in a cleanly manner.

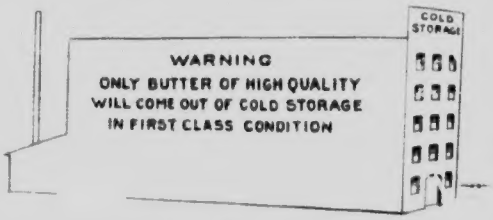
6. Keep the **separator** in a clean place and cleanse it every time it is used.

7. **Separate the milk promptly,** while fresh and warm, and take a cream testing about 35 per cent—not below 30 and not above 40 per cent.

8. Promptly **cool the cream** from the separator in a separate vessel to a temperature of 50 degrees or below, if possible. Use a good dairy thermometer in your work.

9. Hold the cream in the collecting can at the same low temperature and stir every time a new lot is added, to keep the skim-milk from settling to the bottom. Use a plain shot gun can, with a good cover, for keeping the cream in while on the farm, and **keep it covered** at all times.

10. For cooling purposes, use a well insulated **cooling tank** and cool the cream either by pumping water through it or by means of water and ice (see illustration on page 3).



He who runs may read.

11. Make **frequent deliveries** of cream your practice—not less than twice, and better three times, a week in summer. Don't use too large a shipping can, but suit its size to that of the herd.

12. **Cover the can** while on the road with a clean blanket. Wetting the blanket helps to keep the cream cool.

To produce cream of high quality take as your motto:

CLEAN CREAM RICH CREAM COLD CREAM
SWEET CREAM FREQUENT DELIVERY

Winnipeg, April, 1917.